

## Message Text

UNCLASSIFIED

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43

ACTION XMB-04

INFO OCT-01 AF-08 ISO-00 EB-07 COME-00 TRSE-00 OPIC-06

AID-05 /031 W  
----- 002722

R 261330Z AUG 76  
FM AMEMBASSY DAR ES SALAAM  
TO SECSTATE WASHDC 2469

UNCLAS DAR ES SALAAM 3093

E.O. 11652: N/A  
TAGS: BPRO, TZ  
SUBJ: FCIA CREDIT INSURANCE REQUEST TO COVER SALE OF JEEP  
VEHICLES AND PARTS TO TANZANIA COLT MOTORS LTD.

REF: (A) STATE 209729 (B) DAR ES SALAAM 1271

1. TANZANIA COLT MOTORS (TCM) WERE APPOINTED JEEP DISTRIBUTORS IN TANZANIA IN EARLY 1974. SINCE THEN THEY HAVE IMPORTED MANY VEHICLES AND PARTS FROM AMC. HOWEVER, THERE HAD BEEN SOME SPARES AND SERVICING COMPLAINTS FOR JEEP (SEE REF B), WHICH NOW SEEM TO HAVE SUBSIDED.

2. TCM APPEARS TO BE GETTING LARGE SHARE OF IMPORT LICENCES PROMPTING THEM TO TAKE ADVANTAGE OF CURRENT MARKET WHICH IS PLAGUED WITH LACK OF VEHICLES AND SPARES. LOCAL BANKING SOURCE INDICATED RECENT PAYMENTS BY TCM RUNNING INTO SEVERAL HUNDREDS OF THOUSANDS OF DOLLARS.

3. TCM ALSO ENJOYS EXTENDED TERMS OF CREDIT FROM THEIR JAPANESE SUPPLIERS AND THEIR TOTAL CREDIT COMMITMENTS PROBABLY RATHER EXTENSIVE. OUR RECORDS INDICATE THAT EXIM PREVIOUSLY GUARANTEED SOME TRANSACTIONS TCM HAD WITH JI. CASE CO.

4. IF TANGOV-NOWNED NATIONAL BANK OF COMMERCE GUARANTEES PROPOSED TRANSACTION OF DOLLARS ONE MILLION, EMBASSY PERCIEVES NO PROBLEM AS FAR AS TIMELY PAYMENTS BY TCM ARE CONCERNED. ONLY IMPORTANT FACTORS TO BE ENSURED ARE THAT SHIPMENTS ARE UNCLASSIFIED

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MADE WITHIN VALIDITY FO IMPORT LICENCES AND THAT EACH SHIPMENT

VALUED OVER \$2,350 F.O.B. GOES THROUGH PRE-SHIPMENT INSPECTION FOR QUALITY, QUANTITY AND PRICE COMPARISON BY GENERAL SUPERINTENDENCE COMPANY. GSC CERTIFICATE OF INSPECTION (CLEAN REPORT OF FINDINGS) IS IMPORTANT DOCUMENT TO ENSURE TRANSFER OF FOREIGN REMITTANCE.

5. WE ANTICIPATE SUBMITTING WTDR SOON ON TMC.

SPAIN

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NNN

## Message Attributes

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**To:** STATE  
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